



“CNVRGD Cloud is changing the way our business units utilize our IT infrastructure. We have integrated all of our business processes and streamlined our operations. It allows us to concentrate on our business initiatives.”

Network Setup before CNVRGD Cloud:

JPMA's IT infrastructure consisted of desktop machines used by the engineers (running several operating systems); laptops used in the field by the management team; and three physical servers (a File Server, Accounting Server and DNS Server) (see image 1).

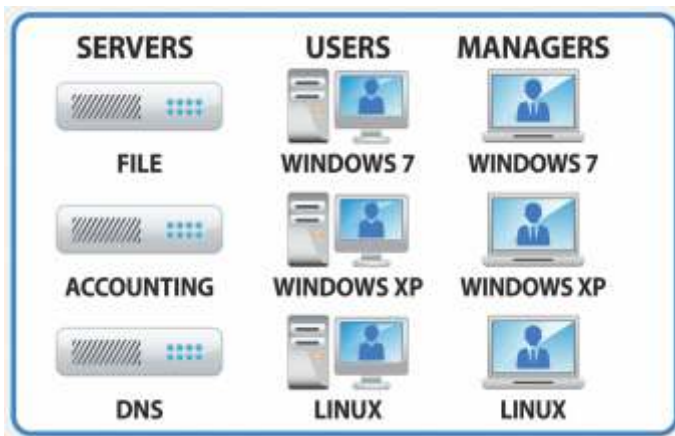


Image 1 Network setup without CNVRGD Cloud

JPMA's anticipated IT needs:

JPMA had several IT needs in mind when they began working with CNVRGD. They needed a solution that would accommodate growth and would provide fast access, quick recoverability, easy administration and better security. These requirements also needed to be achieved in a cost-effective way.

- JPMA was planning to purchase two new servers with exchange & active directory roles.
- They needed a SAN solution to provide shared storage of computer files (Such as documents, databases, etc.) that could be accessed by the workstations attached to the network.
- They needed a disaster recovery solution that could back up all their serves and machines was also needed.
- As new staff joined the company, they would need to purchase new laptops and desktops.



Company: JP MUKHERJEE AND ASSOCIATES (JPMA)

Location: Pune, India

Website: www.jpma.org.in | www.jpma.co

About JMPA

JP Mukherjee and Associates (JPMA) is a global cane sugar engineering and management consultant with clients in India, Africa, Asia and Central America. JPMA managers travel to client facilities frequently for extended visits.

But their personnel didn't have real-time access to their email, accounting system or file servers, and information on their laptops wasn't immediately available to others. A single laptop lost in transit left managers stranded for days some data was lost permanently. JPMA was spending time and money trying to coordinate and safeguard their information.



How CNVRGD Cloud helped fulfill the needs of JP Mukherjee and Associates

A private cloud solution hadn't initially occurred to JPMA as they began exploring their options. CNVRGD proposed a 15-day proof-of-concept evaluation of CNVRGD Cloud to demonstrate how it could achieve their main priorities: hardware procurement, data backup and disaster recovery, and SAN/NAS storage.

JPMA quickly realized that CNVRGD Cloud could solve these IT requirements, and do much more.

JPMA created a complete converged architecture, moving all of their existing servers, laptops and desktops to CNVRGD Cloud and running them as Virtual Machines.

iSCSI SAN storage allowed a fixed amount of disk space to all laptop and desktop users.

BitSpread technology ensured that even if a particular piece of hardware fails, data is still available for use.

The business continuity features of CNVRGD Cloud ensured fast and easy recovery of data, with 15 minute data snapshots. They used two-way replication between CNVRGD Cloud setups to secure their data even further (see Image 2).

“SMBs can really benefit from what the cloud has to offer; I encourage them to look at some of the ways they can be helped by implementing CNVRGD Cloud.”

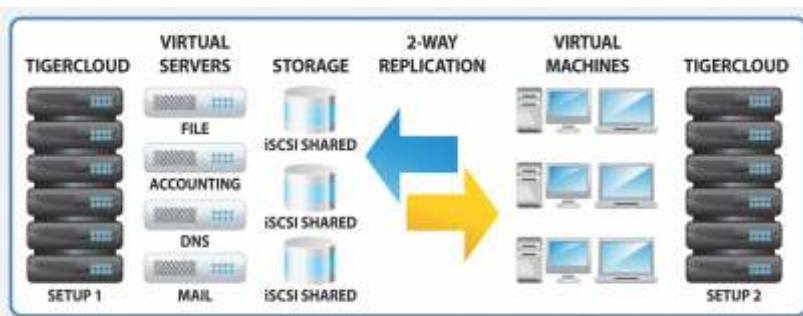


Image 2 JPMA's TigerCloud implementation

Additional Benefits gained by using CNVRGD Cloud at JPMA:

Reduced IT infrastructure spending
JPMA implemented CNVRGD Cloud with low up front spending. They set up a pay-as-you-go system, based on demand.

Efficient processes & use of personnel

CNVRGD Cloud needs fewer IT resources

to manage, which frees the IT team to work on other critical IT needs. With a minimal learning curve, system tasks take far less time.

Reduced capital and operational costs JPMA not only realized savings with consolidated hardware, thin clients, and lower software and licensing fees, they have also seen savings in operational costs such as power, cooling and space.

Improved accessibility JPMA employees have real-time access to their machines and servers anytime, anywhere, from any RDP-enabled device.

Improved flexibility JPMA can now tailor their CNVRGD Cloud to meet their needs, without risks to their people or finances.